

The background image shows three Black women in a professional setting, likely a meeting or classroom. They are seated at a table, looking at a laptop screen. The woman on the left is smiling and looking towards the camera. The woman in the middle is looking at the laptop. The woman on the right is also looking at the laptop. The image is slightly blurred, giving it a candid feel.

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The Sheppie Approach

3rd Edition

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# Sales And Marketing Training Workbook Manual

**Irving S. Paull, United States.  
Department of Commerce**



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